



What's Driving You?



Image: Local Motor Olli

Beth Cooley, CAFM
DGS/OFMS





Beth Cooley, CAFM

Planning & Deployment Manager w/
DGS/OFMS – Acting Director

30+ State Service

Risk Manager/Fleet Manager

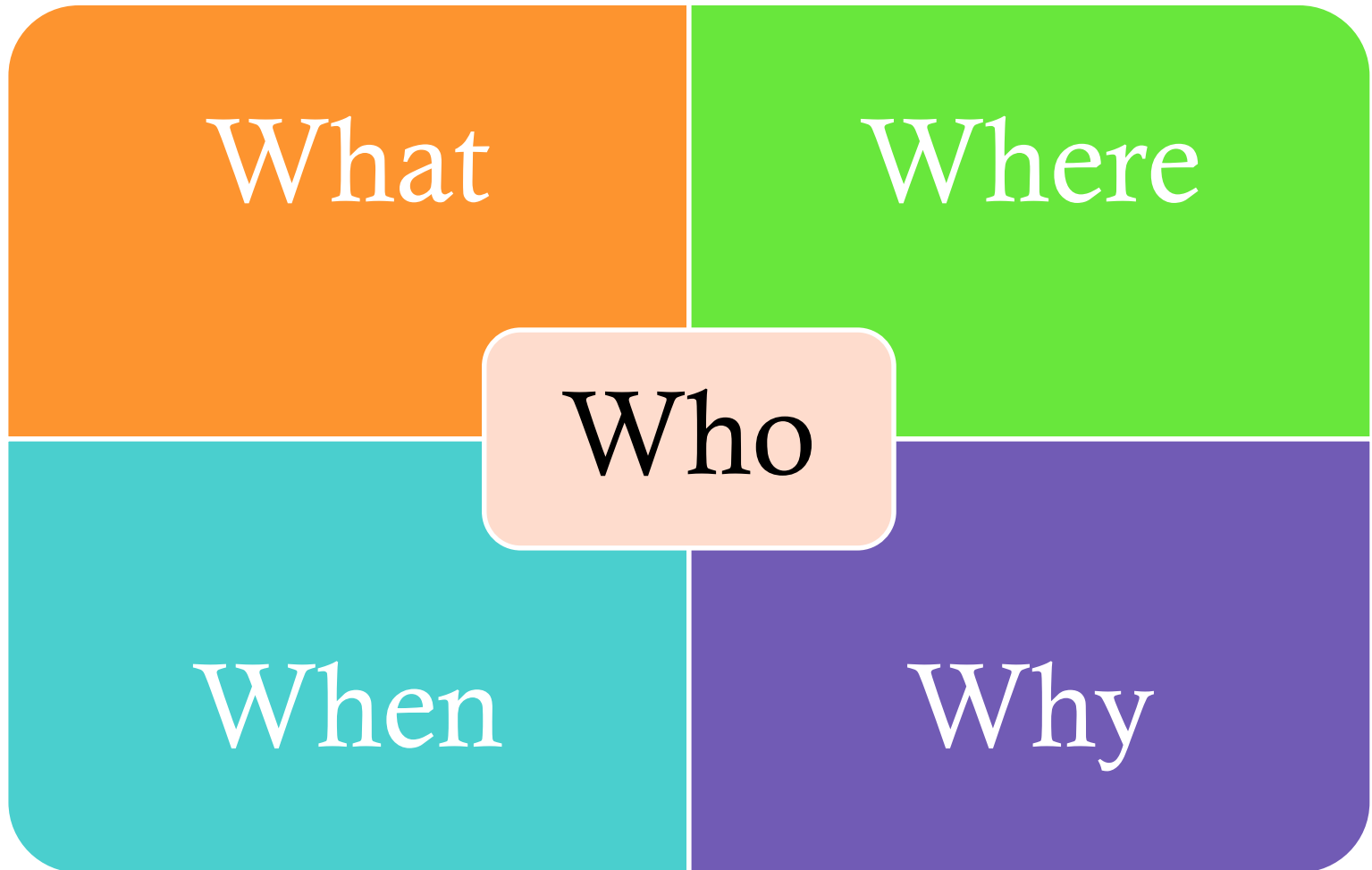
Certified Automotive Fleet Manager

National Association Fleet Administrators - Old Dominion
Chapter Chair





Agenda





What is Fleet?

Leasing Agent

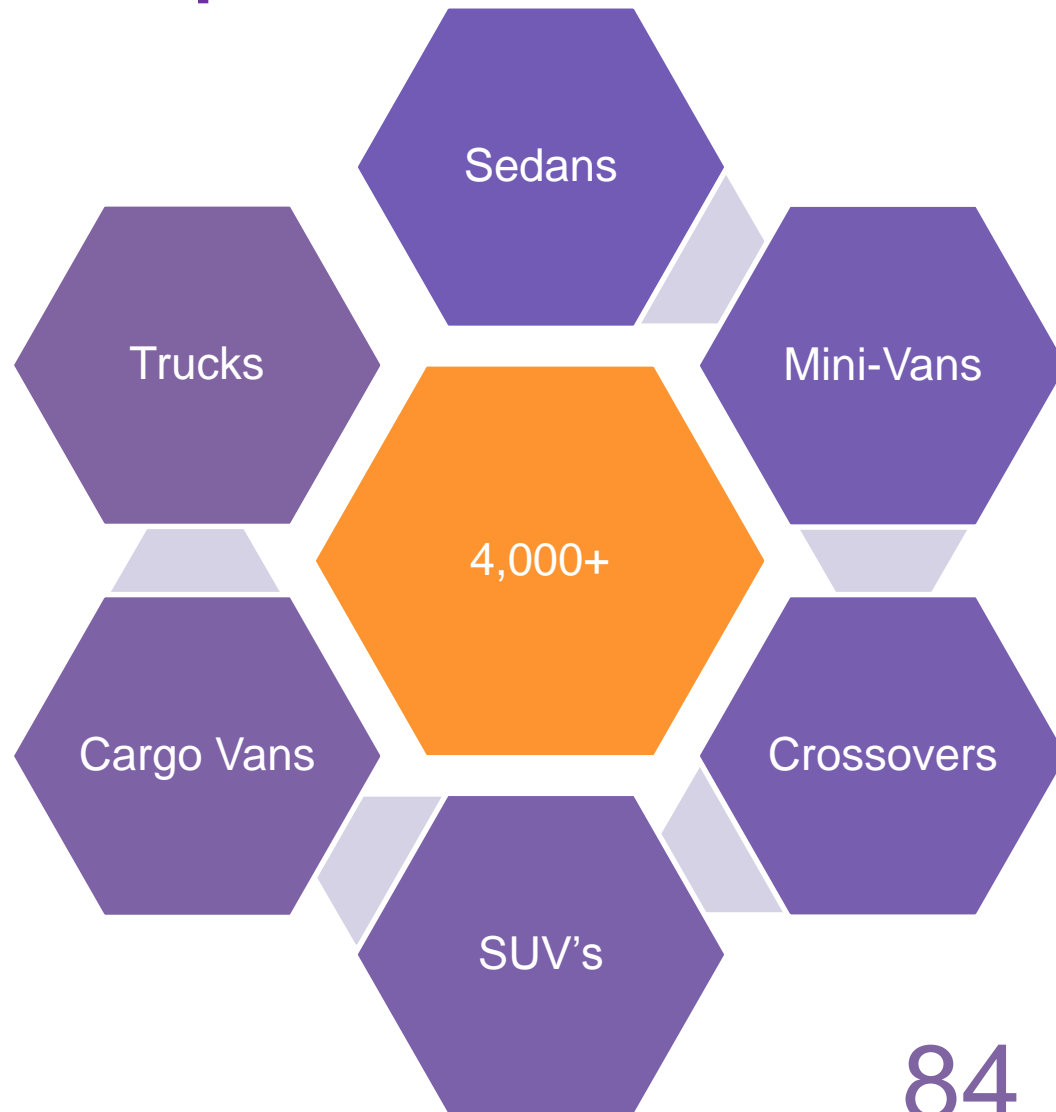
- Chapter 11, Title 2.2
1180 Code of Virginia

...regulations for the purchase, use, storage, maintenance, repair and disposal of all **passenger** vehicles owned by the Commonwealth.

- Executive Order 89
...such regulations may extend to **all motor vehicles**

Regulatory agency for state vehicles

Why - Open-Ended Leases



84 months





2019 Vehicles

Sedans	Make/Model
Bidding	Compact
Bidding	Mid-Size
Bidding	Full-Size

Trucks	Make/Model
	F-150
	F-250
	SSV – F-150

Crossover	Make/Model
Bidding	Compact
Mid-size	Dodge Journey
Mini-Van	Dodge Caravan

SUV's	Make/Model
Bidding	Compact
	Ford Explorer
	Chevy Tahoe
	Police Utility

Cargo Vans	Make/Model
	Chevy City
	Chevy Express
	Ford Transit

Advantages

24/7 Assistance

Consistent Monthly costs
– no budget headaches

No Maintenance Costs

Micro/SWAM vendors

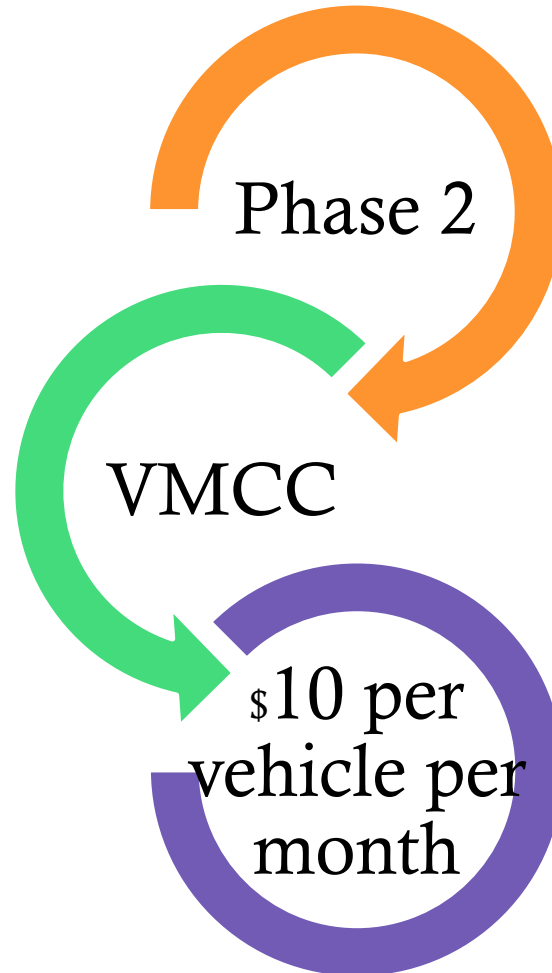
Replacement Vehicle

Residuals





Agency Owned Vehicles



EPAct



E-85

Propane/NG

Electric





DMV

- Driver Alert
 - Voluntary Driving Record Monitoring

Moving Violation Convictions
Suspensions, Reckless Driving,
DWI

Email

driveralert@dmv.virginia.gov

Phone: (804) 497-7155

- EZ Fleet

Title and Register your vehicles online

Online

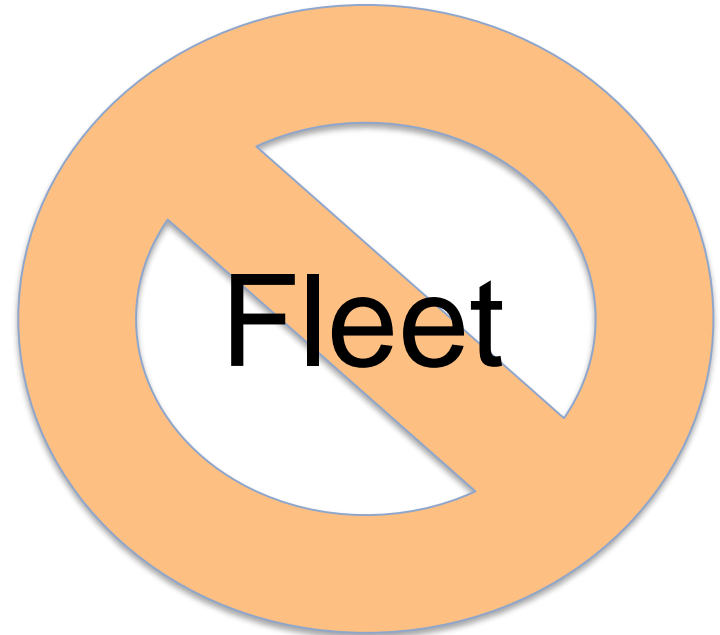
Email

ezfleetsupport@dmv.virginia.gov

Phone: (804) 367-1707

Where We are Going - Mobility

- **C**onnectivity or ACES
- **A**utomation
- **S**hared
- **E**lectrification





Connectivity

Today

- On-Star 1995
- GPS
- Telematics
- On-Line Infotainment

Tomorrow

- All New Vehicles will be connected
- Recalls
- PM Notices

Automation

0= Driver
Only

1 = Driver
Assistance

2 = Partly
Automated

3 = Highly
Automation

4 = Fully
Automation
(No Driver)

5 = Self-
Driving
(Driverless)





Sharing



Ridesharing



Carsharing



ridehailing

Electrification

Plug-In Vehicles

Plug-In
Hybrid
(PHEV)

Extended
Range
Electric
(E-REV)

Battery
Electric
Vehicle
(BEV)

Fuel Cell
Electric
Vehicle
(FCEV)

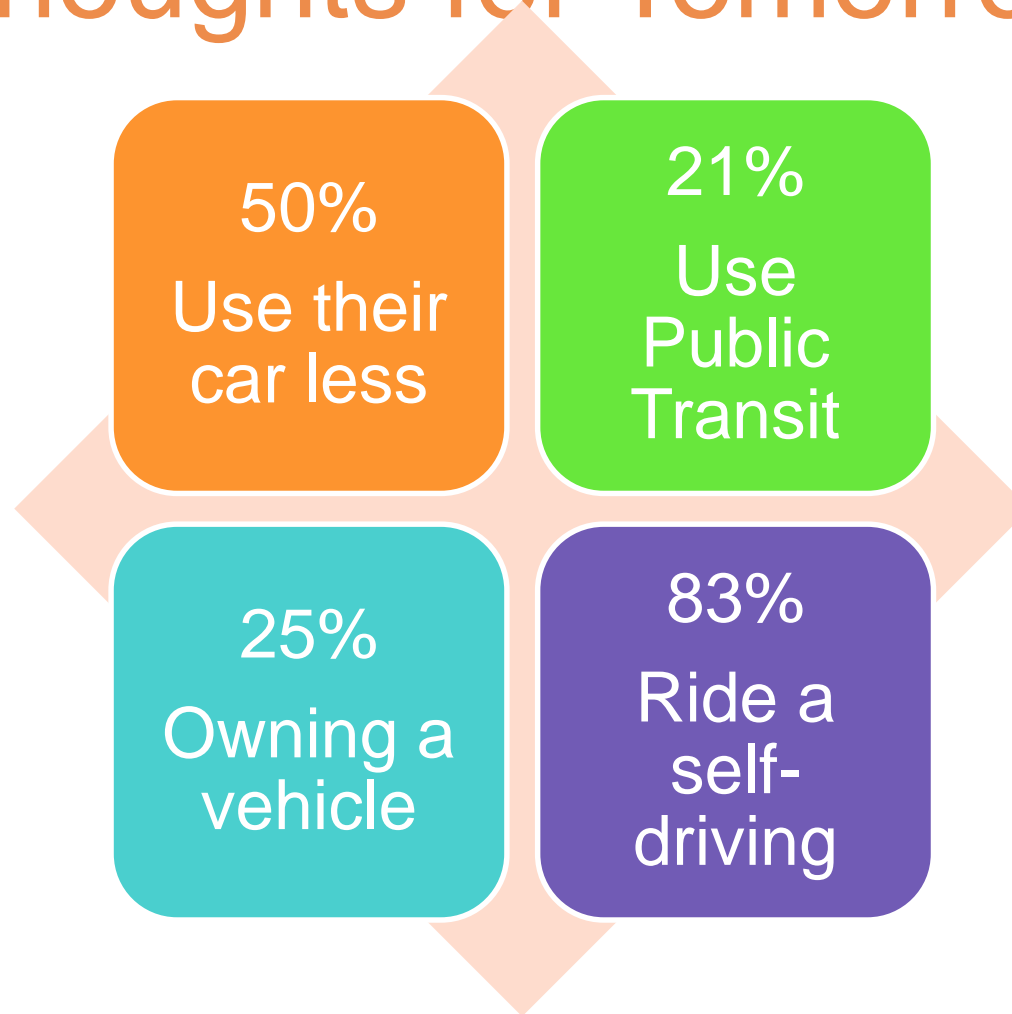




When

- Americans 1 in 6 without a car by choice (12% of US – given up their car / 6% are considering)
- 2020 – 1 in 5 vehicles will be automated
- 5G networks – Communication Service Providers & Manufactures
- 2020 - Truckers – Platooning

Thoughts for Tomorrow



Source: Lyft Economic Impact Study 2018 of 30,000 passengers & 37,000 drivers in 52 US Cities.



Thoughts for Tomorrow



Oil Demands:

China

India

Africa

25% of global oil
10% U.S. Drivers



Questions



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References

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- NAFA Foundation – The Mobility Revolution written by Lukas Neckermann & Jon LeSage
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- PAPCO
- eVA – <https://eva.Virginia.gov>

